

## What a Lifetime License Means...

Description:	COMMENTS AT 6/7/07 MEETING (Put into categories)
1. Pre-License: 32-2124 Applicant/Salesperson License <ul style="list-style-type: none"> <li>• 18 years of age 32-2124 (D)</li> <li>• Of good character 32-2124 (A)</li> <li>• (Resident of AZ??) not in RE area – resident is defined under other areas of Arizona statutes – in real estate area you have resident and non-resident</li> <li>• 90 hours of classroom 32-2124 (B)</li> </ul>	High School Education or GED No High School Education or GED requirement
2. Post-License <ul style="list-style-type: none"> <li>• Salesperson - 6 hours of contract writing (3) &amp; real estate law(3) to activate license 32-3124 (L)</li> <li>• Broker – Broker Management Clinic 32-2136</li> </ul>	Broker/Mentoring program? Provisional license – mentor driven DRE actively auditing brokers 1 year conditional license Basic training – must go to different levels
3. First renewal at 2 years NEW SB1349	
4. Second renewal for 4 years NEW SB1349	
5. 24 hours of CE every 2 years R4-28-402 <ul style="list-style-type: none"> <li>• Agency - 3</li> <li>• Contract - 3</li> <li>• Real Estate Legal Issues -3</li> <li>• Fair Housing -3</li> <li>• Disclosure -3</li> <li>• Commissioner's Standards -3</li> <li>• Balance in General</li> <li>• Plus Business Broker education if you have that specialty R4-28-402 g</li> </ul>	CE a joke Restrictions needed in classrooms Paying from classes then “not there” Classroom does not necessarily translate to streets Test-taking not necessarily the solution Instructors will teach to test Brokers need more oversight Workgroup-style classes would be more beneficial On-line classes have tests – at least you dig deeper Public may not understand representation (agency duties) Public should be able to see licensee CE on-line Public can select agent from DRE info Every year 12 hours CE

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6.	Broker supervision 32-2127 (D) , R4-28-303, R4-28-304	Brokers need to do more oversight Mentoring / Broker Supervision Apprenticeship or Broker control
7.	Broker license 32-2124 <ul style="list-style-type: none"> <li>• 3 years salesperson experience</li> <li>• 90 hours classroom 32-2124 (B)</li> </ul>	
8.	<ul style="list-style-type: none"> <li>• Self Audit paperwork every 2 years for Designated Brokers on-line only- plus Broker Management Clinic once every two years 32-2136</li> </ul> In addition to 24 hrs. CE	

### ADDITIONAL COMMENTS:

Does the public see us as we see ourselves?  
 Some builders won't let agents represent clients at walk-thrus  
 DRE actively and diligently enforcing laws and rules  
 Not call it a lifetime license  
 Public needs to know what questions to ask  
 Commercial Broker police themselves  
 Update DRE Consumer Guide – Pamphlets  
 Lifetime license is in place now as long as you do your CE and don't get into trouble  
 Examine the entire licensing process, including educational requirements. Long term and short term goals  
 Make licensing process better  
 The more educated the agent, the more the consumer respects  
 Minimum standards